Date: 18th August, 2026

To,

The Manager BSE Limited P. J. Towers, Dalal Street Mumbai-400001 (BSE Scrip Code: 544742)	The Manager, NSE Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai- 400051. (NSE Symbol: SAIPARENT)

Dear Sir/Madam,

Unit: Sai Parenterals Limited

Sub: Disclosure under SEBI (Listing and Disclosure Requirements Regulations,2015) Transcript of Earnings call held on 12th August, 2026.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Please find enclosed the transcript of the earnings conference call conducted on Wednesday, 12th August 2026 at 02:30 p.m. (IST).

The transcript of the earnings call is also available on website of the company i.e., https://www.saiparenterals.com/ You are requested to kindly take the aforesaid on your record.

This is for your information and records.

Thanking you,

Yours faithfully,
For Sai Parenterals Limited

ANIL KUMAR KARUSALA
Digitally signed by ANIL KUMAR KARUSALA
Date: 2026.08.18 12:12:35 +05'30'

Mr. Anil Kumar Karusala
Managing Director
(DIN- 01866646)

“Sai Parenterals Limited Q1 FY '27 Earnings Conference Call”

August 12, 2026

E&OE - This transcript is edited for factual errors. In case of discrepancy, the audio recordings uploaded on the stock exchange on 12th August 2026 will prevail.

MANAGEMENT: **MR. ANIL K K – CHAIRMAN AND MANAGING DIRECTOR, SAI PARENTERALS LIMITED**
MR. MARK THULBORNE – CHIEF EXECUTIVE OFFICER, NOUMED
MR. ANIL KUMAR – CHIEF FINANCIAL OFFICER, SAI PARENTERALS LIMITED

Moderator: Ladies and gentlemen, good day and welcome to the Sai Parenterals Limited Q1 FY '27 Earnings Conference Call.

This conference call may contain forward-looking statements about the company which are based on the beliefs, opinions, and expectations of the company as on the date of this call. These statements do not guarantee the future performance of the company and may involve risks and uncertainties that are difficult to predict.

As a reminder, all participant lines will be in the listen-only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during this conference call, please signal an operator by pressing "*", then "0" on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Anil K K - Chairman and Managing Director for the opening remarks. Thank you and over to you, sir.

Anil K K: Good evening, everyone. Thank you for joining our Earnings Conference Call to discuss the performance of Q1 FY '27.

I hope everyone had an opportunity to go through the Financial Results, Press Release and Investors' Presentation, which are uploaded on the Stock Exchanges as well as on our Company's Website.

Q1 FY '27 is only our 2nd Quarter of reporting on the enlarged consolidated base, a base that was first captured in the 4th Quarter of Financial Year 2026.

Noumed Pharmaceuticals was consolidated with effect on 12 November, 2025. Consequently, the 1st Quarter of the previous year, that is Q1 FY '26, carries no contribution from Noumed, and thus, year-on-year comparison is not like for like. Consolidated total revenue for the quarter stood at Rs. 182 crores against Rs. 201 crores in the Q4 FY '26. Gross profit was Rs. 76 crores at gross margin of 41.8%. EBITDA stood at Rs. 27 crores at a margin of 14.9% and profit after tax at Rs. 8 crores at margin of 4.3%. Mr. Anil Kumar - CFO, will take you through the details shortly. The 1st Quarter therefore represents approximately 24% of our full-year revenue target of Rs. 750 crores. That is ahead of where the 1st Quarter needs to be, given our guidance that the year splits 45:55 between the two halves.

Our order flow has always been weighted towards the second half, with the 4th Quarter historically our strongest. Gross margin improved to 41.8% from 38.1% in the preceding quarter, an expansion of 370 basis points.

Our contracts carry a window of 90-120 days between a price revision being notified and being realized. That lag is now beginning to unwind in our favor. The recovery of raw material cost increases remain partial at this stage, and we expect full further benefit to flow across the contract book through the 2nd Quarter. EBITDA of Rs. 27 crores at a margin of 14.9% and improvement

of 50 basis points over the 14.4% recorded in Q4 FY '26. I would emphasize that this improvement was achieved on a lower revenue base, and it was achieved despite absorbing elevated air freight cost in Australia. The situation in West Asia delayed consignments from the Indian contract manufacturing network into our Australian market. This affected the industry as a whole, and we took the decision to move available inventory by air rather than by sea in order to protect our customer commitments. That decision carried a cost. In absence of such constraints, our margins for the quarter would have been better.

Let me now turn to the strategic developments approved by the Board of Directors yesterday:

The Board has approved a proposed variation in the objects of the IPO issue. In substance, we propose to redeploy Rs. 83.83 crores originally earmarked for the capacity expansion and upgradation of our manufacturing facilities, that is, Unit-1 and Unit-2, and Rs. 18.02 crores originally earmarked for the establishment of new research and development center towards majority stakes in two operating pharmaceutical assets. The aggregate amount involved is Rs. 101.85 crores. The proposal is subject to the approval of shareholders. The purpose for which the IPO funds were raised namely European GMP compliant injectable capacity for regulated markets and a dedicated research and development platform remains entirely unchanged. What is being varied is only the manner of execution. The reason for the variation is a change in the regulatory position in Hyderabad. Under the Hyderabad Industrial Lands Transformation Policy, which is called as HILTP policy, units situated within the outer ring road may convert that land and relocate outside it and materially for us, upgradations within the outer ring road are no longer permitted. Unit-1 and 2 at Jeedimetla fall squarely within that parameter. There is also a physical constraint we cannot work around. The Jeedimetla site measures approximately 3,100 square yards against the 12,000-13,000 square yards that EU-GMP injectable plant of this scale requires. The site cannot be expanded, so no adjoining land is available to us. So the alternate of building from the ground up afresh would have cost us extended time.

A Greenfield project began today would have required 7-8 months for land allotment alone before construction and could even commence. Against that background, the company proposes to acquire 60% equity stake in Saicriti Pharma Private Limited, a newly established company for Rs. 83.83 crores. Saicriti has been formed for the purpose of constructing a critical care injectable facility at Gummadidala outside the outer ring road on a site of over 15,000 square yards where already approvals are in place and civil work is already underway. The facility is being built to European GMP and USFDA standards with a dedicated capability in complex injectables, lyophilisation and GLP, along with site general injectable capacity.

I want to be precise on one point that anticipate you may inquire. This is an investment into a project under construction. It is not the purchase of an established business. On the funding structure, the total project cost is estimated Rs. 215 crores. The company contribution is Rs. 83.83 crores is unchanged from the amount originally earmarked for upgrading one and two. The balance 40% is being funded by the promoters of Saicriti and the residual requirement through project debt. The entire Rs. 83.83 crores is applied towards the construction of the facility and no part of it represents consideration for an existing business, a customer base or a

management team. This proposed route delivers approximately 154.66 million units of injectable capacity against approximately 105 million units under the original upgradation plan. That is roughly 47% more capacity on a larger and long-lived asset, at an unchanged CAPEX outlet from the company and with the completion extended only about a month to April 2027. Alongside the facility, we gain access to Saicriti's existing domestic critical care franchise of approximately Rs. 52 crores which will be in due course to be manufactured from the same new site. The second transaction addresses the research and development.

Our dedicated research and development subsidiary proposes to acquire a 60% equity in Prathyak Laboratories Private Limited for Rs. 15 crores while the quantum originally earmarked for a Greenfield research plant center was Rs. 18.02 crores. Prathyak operates an established research and development center at the Genome Valley in Hyderabad with 3 years of operating history, 65 personnel including 28 research scientists and a pipeline of 150 SKUs across 86 molecules with proven capability in lyophilised, liposomal and nano-based complex injectables and in oncology injectables. Acquiring an operating platform in place of a building one allows development work to commence immediately upon acquisition. It removes the construction cycle and it removes what is in truth the considerably harder task that assembling a scientific team of this caliber. The transaction is expected to complete on or before 30th September with Prathyak becoming a step-down subsidiary of the company and will be named as Sai Prathyak. Definitive agreements and shareholders' approvals as and when materialized, we will keep the market appropriately informed as those steps are completed.

Moving to Australia, of the concluding AUD 5 million (erroneously AUD was not mentioned) required to complete the Australian facility, AUD 3.5 million (erroneously AUD was not mentioned) is being contributed by the company through its wholly owned Singapore subsidiary and AUD 1.5 million (erroneously AUD was not mentioned) by the existing Australian shareholders which has already been invested. The company infused AUD 1.75 million (erroneously AUD was not mentioned) approximately 6 weeks ago and the Board has approved the balance AUD 1.7 million (erroneously AUD was not mentioned) for deployment within the coming weeks. With this, funding of AUD 53 million (erroneously AUD was not mentioned) Australian programs stands complete. Construction is on schedule with physical completion targeted for January 2027. The TGA licensing inspection anticipated by 31st March 2027 and Phase 1 manufacturing expected from April 2027. The Board also has approved the incorporation of the subsidiary in the United States to be held as a step-down subsidiary through Sai Parenterals PTE Singapore. The entity is being created to support the company's evaluation of an entry into the United States market. This evaluation is at a preliminary stage and we will make appropriate disclosures as and when there are developments to report.

Let me close my remarks by recreating our guidance of Rs. 750 crores in revenue for FY '27 at an EBITDA margin of around 17%. The year is weighted towards the second half in line with how these businesses have always behaved. We shall enter the upcoming quarters with the default volumes still to be recovered at our Australian facility approaching completion. FY '27 remains a year of building. FY '28 is when the build should start showing in our performance.

With that, I will hand over to Mark Thulborne - Chief Executive Officer of Noumed Pharmaceuticals, who will speak to the Australian platform in greater detail. Over to you, Mark.

Mark Thulborne: Thank you, Anil, and good evening to everybody on the call. I would just like to spend a few minutes on the Australian and New Zealand platform, basically to cover across the structure of the business, which explains a good deal of what you should expect to see in the term over the next 2 years.

Noumed is an IP registration holder and that is the foundation of everything that we do inside the business. We develop or acquire the dossier, we secure the TGA approval, and we bring first-to-market product to multinationals and generics. And that approval is what allows us to enter the private label supply agreement with a particular supply chain and deal with the particular pharmacy, which then retails the product under its own consumer branch. The pharmacy chains own the brands, but we own all the registration and hold the IP. They do no manufacturing. That is precisely the gap that Noumed fills. As providing the turnkey solution whilst we hold the market authorization, and we also hold the inventory, manage the logistics, forecasting, and providing warehousing, distribution, and regulatory support inclusive of that covers across the pharmacovigilance. Today, we hold 5 exclusive long-term contracts and we hold 10 exclusive supply molecule contracts, covering 526 SKUs. The typical terms are 5 years and more, and written with product-wise annual volume forecasts, actual offtake, and has consistency of run ahead of those forecasts. At this present stage in forecasting on some of these molecules is increased by around about 8% overall in the market.

On the customer side, our two largest customer relationships are Wesfarmers Health, which sit in the top 20 of the ASX-listed group, supplied through Priceline Private Label and Pharmacy Health generic brands, and with the EBOS Group in the top 150 ASX-listed companies, supplied through the TerryWhite Chemmart banner and the Pharmacy Choice generic brand, which operates across Australia, New Zealand, and Southeast Asia. Alongside these, we also supply iNova with the Demazin and Duro-Tuss brands in Australia on an exclusive nature. Enabled by the group's research and incorporating size development center, taken together, the Wesfarmers Health and EBOS Sandoz networks cover across over 2,900 pharmacies of the 5,500 pharmacies that exist in Australia. The balance of the pharmacies is covered across our multinational network with such brands covered by iNova and other parties as multinationals, and these being vertically integrated into our business from the supply side. In New Zealand, our position rests the same on contracts, one through the Pharmac tender position, and strengthened by our exclusive intellectual property rights on several registered products, inclusive of all high-hitting narcotics that we supply into New Zealand.

Before I come to Adelaide, let me spend a moment on the exclusive OTC supply agreement that we have just renewed with the EBOS Group being TerryWhite Chemmart and Pharmacy Choice. This agreement was renewed on the 1st of July 2026, and this renewal is a platform of our relationship of providing turnkey solutions that has been renowned materially in increasing the pharmacy's profit margin and also display of product on shelf, which increases a wider portfolio and a longer tenure of significant higher value than the agreement that it replaces. The agreement

as a whole is valued at AUD 202 million, or approximately Rs. 1,300 crore at $1 to Rs. 64.5. The agreement is set in stone exclusively for 7.5 years. That works out to be around about AUD 27 million a year, and there is a further period of 3-year extension by mutual agreement, which would take the agreement out to 2036. Two features of that agreement are worth drawing down on. The first is that it is built to grow. The targets, the addition of 12 new products every year by utilizing our integration with Sai and its development platform through its R&D center, also value the scope of the contract and increase its life for each of those launches.

The second is the scope that follows through Noumed as we continue to manage our manufacturing, product sourcing, regulatory compliance, TGA registrations, warehousing, quality assurance and nationwide distribution. The chain has entrusted Noumed with the entire value chain as a single partner for a long extended period of time, and through that process it has now increased its level in the market to deal with market conditions from Noumed and supplying them with ease. In practical terms, it locks in the predictable recurring revenue for the balance of this decade and gives a firmer base on which we can plan our capacity. Because of this renewal, that takes effect on the 1st of July 26, its contribution begins in quarter 2 FY '27 and runs through the balance of that year.

Turning to Q1 FY '27, as Anil noted, the West Asian situation delayed consignments from the Indian Contract Manufacturing Network into the Australian market. This was an industry-wide disruption and rather than a Noumed specific one. Our service level agreements and minimum supply obligations to the pharmacy chains have all been met. Whatever the quarter looks like at this point in time, we have released ourselves from any severe penalties through any contracts in relation to do with our continuity of supply. So we have moved inventory available by air rather than by sea, and as Anil alluded to, the cost of doing so has obviously hit the quarter's margin. Also, we would like to note that we have absorbed cost increases over the past 3 months.

On the Adelaide facility, the facility at this point in time is on schedule. The internal builds, such as clean rooms, HVAC, water and power rings, drain rings and equipment is complete, with all equipment now in process of order and delivery. We are working towards physical completion at the end of January 2027, which will commence the starting and validation work of our first packing lines through December and January, with completing of that validation in February and TGA licensing and inspection by March 2027. And the grants of our licence of Phase 1 manufacture, the starting point in Phase 1, and I must make note to call out the Phase 1 process. With the period of the Irani position and the disruption in supply chain, the facility in Australia has now become paramount to Noumed and Sai’s success as an incorporated company together. It alleviates stock pressure and stock issues that we have to deal with in relation to do with supply out of the CMO network, and ensures the supply to our partners. Hence, in turn, while our partners have increased most of their contractual base for long extended periods of time, as Noumed being able to offer through the facility tablets, liquid orals, nasal sprays, creams, ointments, and it is supported through the process of the Federal Government grant of $20 million under the Modern Manufacturing Initiative for sovereign capacity and supply within Australia.

The facility changes is not the revenue, but what we do is earn from that. Today, product is largely sourced, as we are aware, from third party manufacturers. This will then start to withdraw and we will be utilizing our own internal network with Sai Parenterals and our self-manufacturing. There is also a second quite different benefit to this, and that is our service levels and our stock levels of supply will change. At this point in time, we are into a position of having to mandatorily hold 9-10 months' worth of inventory due to the 60-day, 90-day shipping lead times from India and other networks in our CMO criteria. Local manufacturing removes this lead time and we expect inventory to ease to around 5-6 months' worth of inventory base. Equally, one Indian source container of inputs and materials replaces 8 finished goods containers, which frees both warehouse space and working capital. Vertically integration also extends upstream and Noumed draws on size packaging, raw material and API sourcing leverages throughout India to incur that we sit in a position of lower costs and inputs.

In the short, in summary, we own the registration, we hold a contract customer relation of considerable tenure and we will shortly own the manufacturing as well. This has been favorably adhered to from our customers whilst our customers are signing on longer-term contracts for continuity of supply.

With that, I would like to hand over to Mr. Anil Kumar - our Chief Financial Officer.

Anil Kumar: Thank you, Mark, and good evening, everyone. I will take you through the financial performance for the quarter, beginning with the standalone business and then moving to the consolidated results.

On a standalone basis, total revenue stood at Rs. 56 crores against Rs. 20 crores in Q1 of last year, a growth of 175%. We recorded a gross profit of Rs. 22 crores against Rs. 10 crores, a growth of 127% at a gross margin of 39% against 47% in the corresponding quarter of last year.

EBITDA was at about Rs. 17 crores against Rs. 4 crores, a growth of more than 4 times at a margin of about 29% against 20% of previous year. That is an expansion of 890 basis points year-on-year and it is primarily on account of operating leverage. PAT stood at Rs. 9 crores at a margin of 15%, a growth of more than 11 times over the Rs. 0.8 crores reported in Q1 of FY '26.

Moving to the consolidated results, I am repeating the caveat that Mr. Anil Kumar Karusala said, placed at the outset, Q1 FY '27 includes a full quarter of Noumed Pharmaceuticals, whereas Q1 FY '26 includes none. Noumed has been consolidated with the effects of 12th November 2025. The year-on comparison is accordingly not like for like. Consolidated total revenue, including other incomes, stood at Rs. 182 crores. Gross profit stood at Rs. 76 crores at a margin of 41% as against 38% in last quarter that is of Q4 of FY '26. EBITDA was at Rs. 27 crores at a margin of 14.9% against 14.4% in Q4 of FY '26. Profit after tax stood at Rs. 8 crores at a margin of 4.3%. The sequential decline in PAT against Rs. 13.2 crores in Q4 of FY '26 reflects a lower revenue base and importantly a normalized tax charge in Q1 of FY '27. As on 30th June 2026, the debt stood at approximately about Rs. 310 crores as against March debt of about Rs. 319 crores, with cash and cash equivalent of about Rs. 184 crores.

FY '27 is expected to be a peak year of debt growth for the existing business as we complete the ongoing CAPEX and Acquisition Program with de-leveraging from FY '28 as these assets begin to contribute to earnings and cash flows. Even at peak debt, the gross debt to equity ratio is comfortably placed at 0.6 times. I would add that the project debt associated with the new injectable facility sits at the subsidiary level and will get added on as and when it materializes. As indicated, we are well placed for a turnover of Rs. 750 crores with EBITDA of about 17%.

With that, I would request the moderator to open the floor for questions. Thank you.

Moderator: Thank you. We will now begin with the question-and-answer session. The first question comes from the line of Vandit Dharamshi with Anantra Growth Capital. Please go ahead.

Vandit Dharamshi: Congratulations, sir, on a good set of numbers and a detailed explanation. I have a couple of questions. First one was on the order that we won from a pharmacy in Australia, the AUD 202 million order. There we have spoken about we would be developing on 12 newer drugs. So does the existing order size include those 12 drugs or would they be above the order value?

Anil K K: Mark will take this question, Dharamshi. Thank you very much. I think Mark would be the right person to answer this. Mark, over to you.

Mark Thulborne: Thank you. Yes, look, the 12 products that are NPD year-on-year, these products have been the first 2 years products, so the first 24 products have already been identified between Noumed and the customer. With that, Sai will be actually developing and has already started development, but they will be developing 8 of these products with 6 already started. Four other products are exclusive contracts on supply that we have taken up for the Australasian area, and the remaining of those products are actually being developed through a strategic partnership that we have with Catalent out of the US, and they are based on soft gels, which we don't manufacture soft gels in any of our facilities at this point in time. So that is the first 24 NPDs, and then from there we will get another set of NPDs as each year rolls on, and we normally get them between 18-24 months in advance.

Vandit Dharamshi: Fair to assume that the order value consists of the expected revenue from these drugs, or would these drugs be up and above the order value?

Mark Thulborne: No, these drugs will be up and above the value. The value that we have tabled is the existing value of the existing supply portfolio.

Vandit Dharamshi: Second question is, how are we able to win this kind of a large contract, given that there would be other players, and should we expect such kind of other order wins of the size of the next one year?

Mark Thulborne: The order value, because this order value was forecasted, and the run rate is forecasted, so the order is fairly sound at Rs. 27 million for the next 12 months. Their standardized growth year-on-year has been running at around about 8%, and what that comes back to is the number of new pharmacies that they bring into their portfolio and chain. So in a stabilized environment over a

12-month period, TerryWhite EBOS would bring on around about, say, 35 pharmacies. They may lose between 12-14 pharmacies, and they would have a net growth of around about 16 pharmacies. So across their network, they would normally grow at a standard of between 5%-8% year-on-year.

Vandit Dharamshi: So should we expect such kind of order wins over the next one year? Should there be more order wins of this size for Noumed over the next one year?

Mark Thulborne: Sorry, could you repeat that question again? You broke up a little bit.

Vandit Dharamshi: Should there be more such order wins for Noumed over the next one year?

Mark Thulborne: Yes, there should. That is correct.

Vandit Dharamshi: And last question is, with our new Australia plant coming up, what kind of CMO opportunities do we have in pipeline right now, and how do you see that playing out?

Mark Thulborne: There are several CMO opportunities from multinationals at this point in time, not just utilizing our own intellectual property, our own IP dossiers, but also tech transferring product in from them. I can't elaborate any further at this point in time on that, but I can say that there are several multinational companies that we have engaged very serious conversation with.

Vandit Dharamshi: Wishing you all the very best. Thank you so much.

Mark Thulborne: Thank you.

Moderator: Thank you. The next question comes from the line of Vanshi Shah with EVNA Advisors. Please go ahead.

Vanshi Shah: Hi, sir. Am I audible?

Moderator: Yes, Vanshi.

Vanshi Shah: Yes. So I have 3 questions actually. First is, the company is undertaking several initiatives simultaneously, the Noumed integration, new manufacturing capacity, R&D expansion, and the US entry. How are you ensuring that the management bandwidth does not become a constraint to execution? Second question is, yes, sir, please go ahead.

Anil K K: Yes, I will answer this question, Vanshi. Then I will take up the second question. At every acquisition, if you see the Noumed acquisition, Sai is not only investing money on the acquisition, it is investing the money on the management. See, for example, we own 74.6% in Noumed and 25.4% is owned by Mark and his team. Mark and his team are the people who deliver everything at Noumed. So they are the people instrumental in getting this business to this level. And they are the successful people in putting up Noumed business platform under this platform. So it is the Noumed bandwidth who performs and we will be supporting them in terms

of manufacturing, in terms of fund arrangement, in terms of other things, whatever they need help from R&D space on the procurement from India, everything we will do it. The same case with, I have reiterated in that Prathyak Laboratories also. The reason why we went with the Prathyak Laboratories is with respect to the 67 people who are already on board, out of which 4 people under management who are performing quite consistently for the last 3 years and they made the difference. And we are retaining them and they will be part of the Prathyak going forward in the R&D because each one of them owns at least more than 28 years' experience in New Delhi. So they will add more value there. So it is not that Sai is doing everything. Sai is acquiring a facility where there is enough of potential people who are running the business. So we are betting on them also, not only on what we are acquiring the stakeholders, but we are also believing in the potential of the existing bandwidth of the management available in there.

Vanshi Shah: Understood, sir. Sir, my next question is on the revised utilization of the IPO proceeds, could you explain the strategic rationale for acquiring 60% of the new manufacturing entity rather than upgrading the existing facilities as originally envisaged?

Anil K K: Yes, I will do that. So, what happened is we filed this IPO document in September 30th, 2025 and the objectives were formed during that part of time and we went with the objectives of upgrading the facility 1 and 2. What happened is in the month of February, Vanshi, there was a government order from the government of Telangana. The units which are categorized under red category and orange category which are within the premises of the outer ring road has to go out of the outer ring road in terms of the pollution control measures and they don't want after 3 years the units to be surviving in the existing industrial estates of red and orange category. So incidentally, they also enlightened us that we can't give any further permissions for the upgradations in these facilities because government has taken its firm decision of moving out red category and orange categories out of the outer ring road perspective that is outside the city. So this order has come in the month of February-March in 2026. Then we went back to the drawing board and we understood that investing another Rs. 83 crores at the existing facility is not going to help us because in the next 2-3 years, again we have to relocate as per the new government regulations. That is exactly where we went to the government for an allotment of land and we were promised to give the allotment and we started scouting for the lands. At that point of time, we understood that the land allotment and the permissions for the land are going to take at least not less than 6-8 months for getting the permissions. During which part of the time where when we are scouting for the land, we came across one facility which was started in the last month. They have procured the land, they have started the facility, exactly the same facility what we want to set up. The liquid injectable line with lyophilisation, the GLP, the dry powder injectable and the ample and wide combination. So they are doing it for their own marketing purpose because that company is having a business in the domestic business in India and they are doing around Rs. 52 crore worth of sales. So they are setting up this manufacturing plant for themselves. When we went to them and understood that they are also having the sales and they are also to be part of it. To do again wait for another 8 months for the land allotment and the approvals, we said why don't we acquire this completely. So we went for the proposal to acquire it 100%, but they proposed it that we also want to be manufacturing a lot of their domestic, whatever they want to be manufactured from this side. So after a lot of deliberations

and discussions, they agreed to give 60% of the stake in that company wherein we will be investing our Rs. 83 crores into that company and they will be investing their portion and the facility is being built on that facility on the plan which will now last earlier we were thought we will go only for EU approval. Now this will qualify for US FDA with another 50% upgradation in the facility, in the manufacturing outcome. So it is a win-win situation for me, one is the time, the second is their existing manufacturing which comes into this facility, their existing business will come into this facility. So the OPEX cost will get breakeven in the first year itself and this becomes a larger entity in terms of a facility and we can go and all out with US FDA also whenever we want to do the registration with the US we can start registering this company in US also.

Vanshi Shah: Understood, sir. That clarifies. Sir, one last question from me. The new facility offers around 47% higher injectable capacity and US FDA, EU-GMP compliant capabilities. What incremental product customers or markets do you expect this facility to unlock?

Anil K K: Plan was to go for EU and ROW market, Vanshi. We will still start with ROW markets. Potentially, the Prathyak Laboratories R&D which we are investing and buying out. There are already 125 critical-care injectable development already happened at site. Now, the biggest advantage for us is we just have to transfer the technologies to the new plant. So with this, we don't have to waste time on the development of the products at the new facility, we have already done at our R&D setup, we just have to transfer them. That is the biggest advantage where we are getting on the Prathyak Laboratories acquisition. Already 150 molecules are there which are already developed which form critical care injectable which are the exact products which we are going to transfer to the existing site. So typically what we are going to do is first we will target Europe then and Southeast Asia, Latin America and Middle East. These are the first what we have identified and what we have spoken in the IPO objective, we will still stick to that. But going forward, now we have an option of going to the US markets which we will be reviewing at a later date. Given a chance, we will still go with the US FDA after this is completed.

Vanshi Shah: Understood, sir. Thank you so much for answering my questions and all the best.

Anil K K: Thank you very much.

Moderator: Thank you. The next question comes from the line of Mohammed Nameer with Eiko Quantum Solutions. Please go ahead.

Mohammed Nameer: Thank you for the opportunity. Over the past few years, we have observed a downward trend in realization in the injectable segment. Could management share insights with the primary drivers behind this pricing pressure such as increased market competition, shifting product mix or regulatory pressure of actions?

Anil K K: Can you just repeat the question because it is a little not audible. Sorry.

Mohammed Nameer: Yes, no worries. Over the past few years we have observed a downward trend in the realization for injectable segment. Could you please highlight the reason for that?

Anil K K: Yes. So now the important reason for our injectable growth what we are anticipating is if we see our past growth, our Unit-1 and 2 is majorly we are doing a domestic market and we are not going anything out of the country for ROW or European markets because they are not qualified under the existing facilities. That is one of the basic reasons why we went with an upgradation to EU-GMP plant. Currently, whatever the exports we are doing, the entire exports are only oral dosage formulations and Cephalosporins. Till now, we did not cater any of our injectable space into exports. Because we have done a survey of the critical care injectables marketing in ROW markets and Europe and we have seen a lot of space available there in those markets. That is the primary reason where we are going with the lyophilisation and GLP which is having a much more market in these areas. And we are just trying to establish that market position there in the ROW and Europe markets.

Mohammed Nameer: Understood. Another question was regarding Noumed. In RHP, there is a revenue of around Rs. 316 crores for Noumed whereas the other expense is worth Rs. 26 crores. So I just want to understand whether if it is one-off or will it continue with such high other expense going forward as well?

Anil K K: One second, Mohammed, CFO will answer the question.

Anil Kumar: Mohammed, what do you want is you are saying that Noumed Australia, we have one-off expenses. That is what you want to clarify?

Mohammed Nameer: Yes. Their expenses is high at Rs. 126 crores whereas revenue is Rs. 300 odd crores?

Anil Kumar: See, last quarter as Mark had indicated that there were supply constraints. So based on those supply constraints, we had to incur additional costs on freight and regulatory costs. So there has been delays and that is why revenue has dropped a bit in the last quarter for Noumed. So there was onetime hits in the last quarter because of constraints of supplies which we had to incur additional costs.

Mohammed Nameer: Thank you. That is it from my side.

Moderator: Thank you. The next question comes from the line of Arvind Arora with A Square Capital. Please go ahead.

Arvind Arora: Hello. Hi. So congratulations, sir, on the good set of numbers. So sir, is there any upward revision in the guidance that you are planning since we acquire and then as you are planning like 8 months we will take on the land development and other activity from compliance perspective. So is there any thought process on the upward revision for the next year as well?

Anil K K: Arvind, I am sticking my neck only to Rs. 750 crores with 17% EBITDA for this year. And if there is anything to be reported in a revision, I will look at it in the next quarter. But as of now,

we were sticking the number with Rs. 750 crores with 17% EBITDA and we will be taking the call as and when we go into the next and the last quarter.

Arvind Arora: Sir, I am asking for FY '28, not for FY '27?

Anil K K: Yes. 28, Arvind, we just not thought more on that because still we want to see how the 3 quarters goes in. Then we want to be pretty sure when we give the number to the market. We want to see how the numbers plans to go in the next 2 quarters. Then we will get a better idea and then we will put the number before the last quarter.

Arvind Arora: Understood. And sir, can I see this quarter as in like worst is over done kind of thing, like margins and everything will be improved from this quarter onwards?

Anil K K: Yes, Arvind, if you see, when compared, see, it is not compared with the last quarter, the reason because I told very clearly, 4th Quarter is always a heavy quarter for us. Obviously, it is an outstanding performance, last quarter. This quarter, if you see whatever I have put on my money on Rs. 750 crores, I said 44:55 will be the ratio. Even in the last earnings call, I am making it very point to see that first half will be at 44 and the second half will be at 55. So if you see that numbers, we have performed more than what we said. And the only thing that we have done is EBITDA of another 2%. That is only because of the disruptions in the supplies and the air freight at Noumed, but that has gone. Now, I think next quarter, I don't think we will have the challenges coming in. And you can clearly see a visibility of the 750 and 17% crossing on very smoothly and comfortably.

Arvind Arora: Understood. Thank you and all the best.

Anil K K: Thank you, Arvind.

Moderator: The next question comes from the line of Devanshi Shah with HUF Capital. Please go ahead.

Devanshi Shah: Hi, thank you for the opportunity. So I had a couple of questions from my end. First of all, I wanted to understand is Saicriti a related party in any form?

Anil K K: No, it is not a related party. It was established by the promoters of Saicriti on their own. Now, since we did not get this approval from the shareholders, we just announced, took the board permission and post shareholder's approval, then we will have an entry into that once the shareholders approve it. We don't have any connection with Saicriti as of today.

Devanshi Shah: Got it, sir. Also, could you provide more clarity on the remaining 40% ownership in the new entity? And then who is the shareholder? What strategic values does it bring? And what is the eventual plan for acquiring the balance stake?

Anil K K: Two things. One is the balancing of that, Critigen Pharma is the one who owns that, the 100% as of today. And their subsidiary of Questus Pharma, which is doing into the domestic marketing is there in their arm of Questus Pharma is of the Critigen Pharma. They both are the shareholders

in that company, number one. Number two, the 40% shareholding, whatever they are holding in, they will get the investment. I explained in my previous, this thing. Now, the project cost is costing us around Rs. 217 crores, out of which we will be investing Rs. 83 crores as a 60%. The balance 40% will be invested by them roughly around Rs. 56 crores. They will get their investment into the company. They have already started investment on the land, on everything they have already started, and it is still going good. And the balance, whatever is required, we will go for a project debt. So this is how we were looking at the means of finance for this. Number two, also, they will be, as I explained to you last time, in just a few minutes before, their existing portfolio of the products, they have an existing portfolio of the products in domestic marketing, where they are doing around Rs. 52-Rs. 53 crores of domestic sales year-on-year, which currently they are manufacturing from a CMO network across India. Now, going forward, how it looks is, once the facility comes in, Sai also will get the products manufactured in Saicriti for our injectable profile, whatever we are existing sales. They will also use the facility and they will also get the products manufactured from there. These exports will happen from Saicriti directly. The CMO will happen directly from Saicriti. So it is all about people coming together, and there is a lot of OPEX saver here when we go in the first stage itself.

Devanshi Shah: Got it, sir. Also, on the R&D acquisition, what are the key capabilities of the team, major molecules under development and the commercial potential of the existing 150 SKUs and 86 molecules?

Anil K K: So there are quite a number of products. The more coming of lyophilised and critical-care injectable, liposomal injections, and oncology products, and they are also there, some regular critical-care Cephalosporin products also get developed. It is a product of 150 with 86 molecules and 150 SKUs. So the team which is there, a total 67 people are there, out of which 28 people are very senior level people, and they have been working in this for the last 3 years, and the top 5 of them is having an experience of more than 25 years in this R&D development earlier. So they have the team of every capability of doing every molecule. In fact, they are right now doing the complex molecules. So for them, going with the oral dosage facility, oral dosage molecule development is very easy for them because they are already done in the complex molecules. So it is going to be from day one, once we acquire, the R&D will start its activity for the Sai and Noumed. What are all the developments we have to do at the Sai level and Noumed development, we will be taking it up on the first day in Prathyak.

Devanshi Shah: Got it, sir. That was helpful. Thank you. That is it for my end.

Anil K K: Thank you.

Moderator: The next question comes from the line of Mohit Oberoi with PJ Capital. Please go ahead.

Mohit Oberoi: Hello, sir. Just wanted to confirm if I am audible.

Anil K K: Yes, Mohit. Please go ahead.

Mohit Oberoi: Thank you. So I have a few questions. First one is that you have announced plans to establish a US subsidiary. What is the precise strategy? Will this initially be a sales or commercial platform or eventually involve local manufacturing and when do you expect the US business to start contributing meaningfully?

Anil K K: Mohit, now it is too premature to discuss this part because now the US subsidiary whichever we are going to, which we took the permission from the board to start a US subsidiary, there are certain things which we are working on with evaluation part where we can have an entry into the US market. Everything is under consideration, not yet decided everything. We will come to the shareholders and the market at the right appropriate time. When the opportunity is seized and our evaluation gets completed, then obviously we will come to the market and we will declare that. So as of now, it is just a subsidiary formation to validate the opportunities going forward.

Mohit Oberoi: So my second question is that is the decision to establish a US subsidiary through the Singapore entity driven by any specific tax, regulatory or tariff considerations?

Anil Kumar: When we established Singapore entity, we had in mind investment arm at Singapore because that is the arm which we have used for acquisition of Noumed Australia. There are tax benefits between Australia and Singapore and that is where it was established. Right now, US is very preliminary. We have not yet evaluated the tax benefits and going forward scenario for US entity. But as and when we progress with it, we will revert on this. We will evaluate and revert.

Mohit Oberoi: Sure. And my last question is about debt, that this existing debt of around Rs. 300 crore and incremental debt from the new initiatives, what should we consider the peak debt level over the next 2-3 years? And what is the intended de-leveraging path thereafter?

Anil Kumar: Mohit, the current debt as of June 2027 is about Rs. 310 crores, as against last quarter of March 26, we had about Rs. 320 crores. So the debt has gone up by about, sorry, the debt has come down by about Rs. 10 crores. If you remember the IPO proceeds, we had envisaged that we will repay two of the loans, one from Tata Capital of about Rs. 14 crores and one of the acquisition of Rs. 36 crores. So we repaid a loan of Rs. 50 crores. So the overall reduction is about Rs. 10 crores as we had taken certain loans for Nourmed acquisition for the CAPEX plan. So the debt has come down by about Rs. 10 crores as against last quarter. So the debt is probably at a group level without taking into new projects. It is fairly well-placed and it will only keep going down as we repay our debts. However, for the Saicriti acquisition, there will be an additional debt based on 60%-40% ratio of equity and balance will be funded through a debt. But I would see that debt equity ratio should be in the range of 0.6%, which should be fairly well-placed for us.

Mohit Oberoi: Thank you so much. That was very helpful.

Moderator: Thank you. Ladies and gentlemen, that was the last question for today. For any further queries, you can contact the SGA Investor Relations team. On behalf of Sai Parenterals Limited, that concludes this conference call. Thank you for joining us and you may now disconnect your lines.